

MOBD Mission

Assist Companies who wish to relocate, expand, grow, or stay in Massachusetts

MOBD Priorities

- Administer Tax Incentive Programs
-EDIP
- Administer DIF
- Lead/Coordinate the Business Resource Team

BRT & MOBD - Measuring Success

- Jobs Created
- Jobs Retained
- Private Investment

The Problem

Historically, Massachusetts has had a **confusing mix of programs** – very **hard** for companies **to find** and hard **to figure out** what programs might be right for their business needs.

The Solution

In 2004, Massachusetts created the Business Resource Team (BRT). **The BRT is a one-stop shop** for companies who want to do business in Massachusetts.

Massachusetts Business Resource Team

 Berkshire Economic Development Corporation



MOITI
Massachusetts Office of International Trade and Investment



MassMEDIC



MBIC

Massachusetts Biotechnology Council

MOBD

RENEWABLE
ENERGY TRUST



A DIVISION OF THE
MASSACHUSETTS TECHNOLOGY COLLABORATIVE



MERRIMACK
VALLEY
ECONOMIC
DEVELOPMENT
COUNCIL, INC.



THE ECONOMIC STABILIZATION TRUST



**The Massachusetts
Workforce Training Fund**



MASSACHUSETTS TECHNOLOGY DEVELOPMENT CORPORATION



Massachusetts Alliance
for Economic
Development

Massachusetts Board of Higher Education

BRT Partners & Roles

BRT Partner	Role
MA Office of Business Development (MOBD) MA Alliance for Economic Development (MAED) MA Office of International Trade & Investment (MOITI) MassDevelopment Mass Technology Development Corp. (MTDC) Economic Stabilization Trust (EST) Workforce Training Fund (WTF) Small Business Development Centers (SBDC) Massachusetts Technology Collaborative (MTC) Massachusetts Renewable Energy Trust MassPort MA Manufacturing Extension Partnership (MassMEP)	EDIP, DIF, BRT Coordination Site finder services Foreign direct investment, Export counseling Financing – real estate and equipment Financing – early stage venture capital Financing – working capital Workforce training grants Small business counseling and consulting Grants, loans, convening, research Grants, loans, research in renewable energy industry Airport, Ports Oversight Lean manufacturing training & consulting
Public Post Secondary Institutions University of Massachusetts Board of Higher Education	Research Partnerships Workforce Pipeline Partnerships (Internships and Recruiting) Workforce Training
Trade/Industry Associations Massachusetts Biotechnology Council MassMEDIC Massachusetts Technology Leadership Council (MTLC)	Industry Advocacy Network and Relationships with Companies, Universities, Hospitals Purchasing Consortium (MBC)
Regional Economic Development Councils Boston Redevelopment Authority (BRA) Merrimack Valley EDC SouthCoast Development Partnership Western Massachusetts EDC Berkshire EDC Arc of Innovation: 495/MetroWest Corridor Partnership	Regional expertise Network with businesses, municipalities, and economic development Local site selection expertise

The Massachusetts Advantage

Incentives & Resources

Tax Incentives

- Economic Development Incentive Program
 - TIF (Re Tax Exemption)
 - 100% Personal Property Tax Exemption (manufacturing)
 - 5% Investment Tax Credit
- R & D Tax Credit
- Single Sales Factor Tax Apportionment
- Job Creation Incentive Payment
- Manufacturing (3% ITC, Personal Property Tax Exemption, Sales & Use Tax Exemption)

The Massachusetts Advantage

Incentives & Resources

Other

- Site Selection & Economic Research (MAED)
- Executive Relocation Program (MAED)
- Hiring (One-Stop Career Centers)
- Training Grants (Workforce Training Fund)
- Financing–Real Estate & Equipment (MDFA,RET)
- Venture Capital – MTDC, Green Energy Fund
- Infrastructure Grants (State, Local)
- Research & Pipeline of skilled graduates
(U Mass & other Colleges/Universities)
- Renewable Energy Industry Collaboration (MTC)

BRT Edge

- One Comprehensive Proposal
- One Proactive Team

BRT Overview & Update

Results-To-Date Performance Measures	FY 05	Goal FY 06	Actuals FY 06	Change
Jobs Created	3,760	4,150	10,286	6,526
Jobs Retained	11,219	12,300	12,218	999
Private Investment (\$ mil)	\$814	\$900	\$4,454	\$3,640
Total Project Wins	134	134	172	38
Calendar Days from Start to Decision	223	180	159	-64

BRT Overview & Update

Big Wins for MA	Jobs Created	Jobs Retained	Private Invest. (\$ mil.)
Bristol Myers Squibb (Devens)	550	0	1,100
Intel (Hudson)	600	1,800	1,455
Boston Scientific (Marlboro)	1,000	500	263
Charles River Labs (Shrewsbury)	300	900	50
Nuvera Fuel Cells (Billerica)	250	100	16
Innovative Spinal Technologies (Mansfield)	168	0	4
Renamed Biologics (Westboro)	370	0	9
Stryker Biotech (Hopkinton)	18	177	9

BRT Renewable Energy Projects

Nuvera Fuel Cells – Team Effort

- **MOBD**
- **Renewable Energy Trust**
- **MassDevelopment**
- **University of Massachusetts**
- **MAED**
- **Workforce Training Fund**
- **DEP**
- **Governor**
- **Town of Billerica**

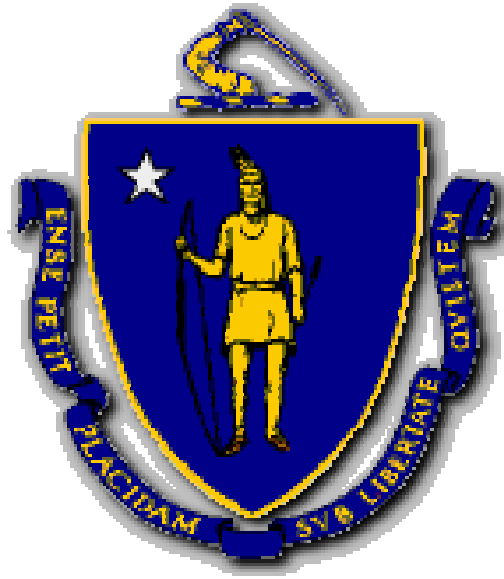
BRT Renewable Energy Projects

Large-Scale Wind Blade Testing Facility

- **MOBD**
- **Renewable Energy Trust**
- **University of Massachusetts (Amherst, Boston, Dartmouth)**
- **Division of Energy Resources**
- **MAED**
- **MassPort**
- **City of Boston**
- **City of New Bedford**
- **Governor**

Economic Stimulus

- MOBD Salesforce \$1.5 million
- MORE Capital Program \$90 million
- Expedited Permitting Law



Massachusetts Business Resource Team